

Message Text

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PAGE 01 DHAHRA 00165 041244Z

43

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 PA-02 PRS-01 USIE-00

CIAE-00 INR-07 NSAE-00 SSO-00 INRE-00 /028 W

----- 044072

O R 041205Z FEB 76

FM AMCONSUL DHAHRAN

TO SECSTATE WASHDC IMMEDIATE 4604

INFO AMEMBASSY DAMASCUS

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY TEHRAN

FRUEHEG/AMEMBASSY CAIRO 110

AMEMBASSY MANAMA

UNCLAS DHAHRAN 0165

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: INDIANA STATE IOGA TRADE MISSION

REF: USDOC 01800 (NOTAL)

1. AFTER QUICK REVIEW OF SERVICES OFFERED BY GENE GLICK
MANAGEMENT CORP (GGM) WE RESPOND AS FOLLOWS:

(A) REALITY INVESTMENT: ALTHOUGH FEW WEALTHY SAUDI ARABIANS FIND
US REAL ESTATE MARKET OF INTEREST, VAST MAJORITY OF POTENTIAL
INVESTORS FIND LOCAL MARKET HERE SO INTERESTING TPT THEY SEEM NOT
PARTICULARLY INTERESTED IN LOOKING BEQOND EASTERN PROVINCE.

(B) POST SEES STEADY STREAM OF A AND E FIRMS THROUGH HERE. MOST
OF THESE FIRMS OFFER SERVICES SIMILAR TO THOSE MENTIONED IN PARA
2(2). BELIEVE GGM COULD FIND REAL MARKET POTENTIAL FOR ITS
SERVICES HERE IF IT CAN OFFER MODULAR SYSTEM OF HOME CONSTRUCTION
USING DURABLE MATERIALS (SUCH AS CEMENT). PLYWOOD PREFAB HOMES
ALSO HAVE SALES POTENTIAL HERE BUT MARKET NOT AS BROADBASED.

2. IF SEVERAL INFO ADDRESSEES CONCUR, WE WOULD LIKE CONSIDERATION
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GIVEN TO INCLUDING TRADE MISSION REPRESENTATIVE OF INDIANA COMPANY

WHICH MANUFACTURES MOBILE HOMES (HOME TRAILERS). IF THESE UNITS
CAN BE SHIPPED KD, WE CAN FORSEE LARGE MARKET LOCALLY FOR THIS
PRODUCT LINE.
BUSHNELL

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